

Message Text

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SUBJECT: STATUS OF POLISH CABLE PLANT PROJECTS

FOR BEWT/TDAD-STECHSCHULTE AND PLANAGAN

1. THIS MESSAGE IS INTENDED AS STATUS REPORT FOR COMMERCE DEPARTMENT ON POLISH PLAN TO CONTRACT WITH FOREIGN SUPPLIER OR SUPPLIERS FOR SERIES OF CABLE PLANTS. MESSAGE, WHICH CONTAINS "COMMERCIALLY CONFIDENTIAL" INFORMATION, REFLECTS CONVERSATIONS WITH POLISH OFFICIALS HELD DURING AND SINCE PLANAGAN'S RECENT WARSAW VISIT.

2. UNIKABEL, WHICH IS ASSOCIATION OF CABLE AND ELECTRICAL ENGINEERING EQUIPMENT INDUSTRY, PLANS TO CONTRACT FOR PURCHASE OF NUMBER OF PLANTS FOR MANUFACTURE OF CABLE, INCLUDING CABLE FOR TELECOMMUNICATIONS, SIGNALING, AND MINING INDUSTRY.

3. AS COMMERCE AWARE, GENERAL CABLE CORPORATION OF NEW YORK (VICE PRESIDENT ROBERT BREITBARTH) HAS BEEN IN FREQUENT CONTACT OVER PAST YEAR WITH UNIKABEL AND ELEKTRIM FTO ON THESE PROJECTS. UNIKABEL'S INVESTMENT DIRECTOR TOLD US FEW DAYS AGO THAT THEY ARE STILL ACTIVELY NEGOTIATING WITH GENERAL CABLE ON BID FOR TELECOMMUNICATIONS PLANT, AS POSSIBLE FIRST OF SERIES OF CONTRACTS. (GENERAL CABLE HAS ALSO MADE OFFERS ON ENAMELED WIRE AND BATTERY PLANTS). AT PRESENT, UNIKABEL IS CONSULTING ITS RESEARCH INSTITUTE TO OBTAIN ANSWERS TO SERIES OF POINTS

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ON WHICH GENERAL CABLE RECENTLY REQUESTED INFORMATION.

DURING PLANAGAN'S MEETING ON JANUARY 23 AT MINISTRY OF FOREIGN TRADE, VICE DIRECTOR MYCZKOWSKI MADE CRYPTIC REFERENCE TO WILLINGNESS ON POLISH SIDE TO RECEIVE OFFERS FROM GENERAL CABLE ON "FREE OF CHARGE" BASIS, AS HE SAID IS DONE BY OTHER BIDDERS.

4. WE UNDERSTAND ITT HAS SUBMITTED BIDS FOR POWER CABLE AND SIGNALING CABLE PLANTS, AND MAY SUBMIT OTHERS AS WELL. (ITT, REPORTEDLY DEALING WITH EMBASSY CONCERNING THIS MATTER). POLISH OFFICIAL IN MINISTRY OF MACHINE INDUSTRY, TO WHICH UNIKABEL IS RESPONSIBLE, EXPRESSED UNHAPPINESS TO US ON JANUARY 8 THAT ALTHOUGH TALKS WITH ITT STARTED SEVEN MONTHS BEFORE, THEY STILL HAD NOT PRODUCED A BID. FRENCH WERE SAID TO HAVE TAKEN FIVE MONTHS AND GERMANS SIX. MINISTRY OFFICIAL SAID THEY WOULD WAIT UNTIL END OF MONTH; BIDS HAD BEEN RECEIVED FROM OTHER COMPANIES AND BEST APPEARED TO BE THAT OF FRENCH. (EARLIER WE HEARD JAPANESE BID OR BIDS ALSO UNDER CONSIDERATION). HOWEVER, MORE RECENTLY POLES TOLD US THEY HAD HEARD FROM ITT AGAIN AND WERE EXPECTING VISIT BY COMPANY REPRESENTATIVES IN EARLY FEBRUARY.

5. UNIKABEL INFORMED US THAT ITT OFFICIALS FRANK BARNES, FROM ITT HEADQUARTERS, AND DR. CHRISTIANSEN, VICE PRESIDENT EUROPE, HAVE VISITED WARSAW IN PAST ON THESE MATTERS. ITT'S LOCAL AGENCY FIRM, MACIEJ CZARNECKI, HAS BEEN UNWILLING TO GIVE US ANY DETAILS CONCERNING POSSIBLE PENDING CONTRACTS.

6. IN JANUARY 23 MEETING WITH PLANAGAN AND EMBOTIF, MYCZKOWSKI INDICATED ITT HAD NOT MADE "CONSTRUCTIVE OFFER" WITH RESPECT TO EXPORT ARRANGEMENTS FOR PORTION OF CABLE TO BE PRODUCED IN NEW PLANTS, AS HE SAID OTHER BIDDERS HAD DONE.

7. WE ARE UNCERTAIN AT THIS POINT WHETHER OR NOT ITT AND GENERAL CABLE ARE IN COMPETITION FOR TELECOMMUNICATIONS CABLE PLANT. ANY ADDITIONAL BACKGROUND WHICH COMMERCE CAN PROVIDE FROM CONTACTS WITH U.S. OFFICES OF THESE FIRMS WOULD BE APPRECIATED.

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8. ON SEPARATE MATTER OF COMPLETE PLANT FOR MANUFACTURE OF ELECTRICAL PORCELAIN (WARSAW A-326, 10/16/73), UNIKABEL TOLD US UNION CARBIDE HAS ACCEPTED POLISH INVITATION FOR TALKS HERE STARTING THIS WEEK.

DAVIES

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